

# REPUBLIC OF SERBIA

## MINISTRY OF ECONOMY AND PRIVATIZATION

### EXPRESSIONS OF INTEREST FROM INVESTMENT BANKS AND SALES AGENTS FOR PRIVATIZATION OF 12 SOCIALLY OWNED ENTERPRISES

The Republic of Serbia has recently passed a new privatization law that will assure transparent privatizations using best practices. The newly established Agency for Privatization, reporting to the Ministry of Economy and Privatization, will undertake these privatizations using open, international tenders aimed at attracting strategic investors. To this end, 70 percent of available shares in the companies will be offered to a strategic buyer in each case. The companies in the pools have been carefully chosen for their privatization potential and represent companies in which there is already considerable investor interest.

The Republic of Serbia, through the Federal Republic of Yugoslavia, has received a grant from the International Bank for Reconstruction and Development (IBRD), which it will use, in part, to hire investment banks and other qualified sales agents to privatize 12 socially owned companies. The companies have been grouped by sector into two groups (pools).

Services of international investment banks and sales agents (companies with significant privatization preparation and sales experience) for managing and undertaking the privatization of each of these two pools are required. Grant proceeds will be applied to retainers for the first stage of the privatization advisory services (due diligence, valuation, privatization plan). Payment for the second stage, the sale of the enterprise, will be made by way of success fees from the sales proceeds.

#### Privatization Pools

The two pools with their constituent companies are:

##### 1. Agriculture (six companies)

- **Hissar:** processing of fruit and vegetables
- **Vrsacki vinogradi:** production of wine
- **Juzni Banat:** production of fruit
- **Mitros:** processing of meat
- **Veterinarski zavod:** production of live-stock feeds
- **Ravanica:** candy production

##### 2. Construction materials (six companies)

- **Polet:** production of bricks and roof-tiles
- **Ravnaja:** production of limestone
- **Jelen do:** production of stone
- **Kolubara gasbeton:** production of pre-fabricates
- **1. maj:** production of pre-fabricates
- **Partizanski put:** construction of transport infrastructure

Interested investment bankers and sales agents must have strong privatization experience as lead advisors to government for privatization and for the sale of a significant number of state-owned enterprises.

Investment banks and sales agents are invited to express their interest in undertaking these privatization assignments by writing or faxing Aleksandar Vlahovic, Minister, at the address below, presenting their experience and qualifications and indicating the pools in which they are interested. Interest may be expressed in any or all of the pools. Expressions of interest must be received by 3rd November 2001.



Aleksandar Vlahovic, Minister  
Ministry of Economy and Privatization  
16 Srpskih vladara St., Belgrade,  
Republic of Serbia

Tel: 381 11 3617 699, Fax: 381 11 3617 640

[www.mpriv.sr.gov.yu](http://www.mpriv.sr.gov.yu)

